

THE HICKMAN COURIER

"Covers Western Kentucky Like the Dew"

SPEER & SEXTON, PUBLISHERS

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(When the attention of The Hickman Courier is called to any misstatement of facts, or to any error concerning any man or thing, correction will cheerfully be made.)

DO YOU KNOW COTTON?

displayed by the cotton buyer and seller as to these requirements than is true of any other farm crop. It is distressing, but true, that the average farmer who sells his cotton is so far uninformed regarding the value of his product that he accepts almost any price that is offered, provided he is receiving as much as his neighbor. He never stops to ask, "Is my cotton no better in grade than his?"

Ignorance, carelessness or utter failure by the producer to grade his cotton properly is the heaviest source of loss in marketing. On the other hand, the ignorance of many small buyers or ginners, who know very little more about quality than the farmers, amounts to nothing less than a crime—a crime of robbing themselves and the original producers of earned and deserved profits. This buyer is the honest but ignorant type, in contrast to that other undesirable who is often found—the unscrupulous and avaricious man who, having some knowledge of quality in cotton, knowingly cheats the helpless grower by paying him the price that several grades lower would demand.

The cotton grower who does not understand the comparatively simple question of cotton grading is absolutely at the mercy of the inexperienced or conscienceless buyer—a blind gambler in the market, without definite conception of the revenue he should receive for his crop. Not even by an inexperienced buyer's mistake can he profit, for such a buyer is always ultra-cautious and is inclined to beat down the price regardless of grades, to a point where he cannot lose. Nor can competition always be relied upon as a safeguard, for in many communities the price paid by the different buyers are practically the same.

The cotton buyer cannot be expected to slip an ace up the seller's sleeve. Many buyers are not real cotton classifiers; their trade is the result primarily of nerve, coupled with a little experience. Therefore no grower can hope to market his crop most successfully when the designation of the quality of his cotton rests with the buyer and the buyer alone.

Several plans, short of an actual study of cotton qualities and prices, have been proposed for overcoming this very unsatisfactory condition in cotton marketing. One of the latest suggestions is to place a set of the "official cotton grades," as prepared by the Government Bureau of Standards, in every local cotton market, so that the farmer, after his bale of cotton

A Message To Women

Those of Middle Age Especially.

When you have found no remedy for the horrors that oppress you during change of life, when through the long hours of the day it seems as though your back would break, when your head aches constantly, you are nervous, depressed and suffer from those dreadful bearing down pains, don't forget that Lydia E. Pinkham's Vegetable Compound is the safest and surest remedy, and has carried hundreds of women safely through this critical period.

Read what these three women say:

From Mrs. Hornung, Buffalo, N. Y.

BUFFALO, N. Y.—"I am writing to let you know how much your medicine has done for me. I failed terribly during the last winter and summer and every one remarked about my appearance. I suffered from a female trouble and always had pains in my back, no appetite and at times was very weak."

"I was visiting at a friend's house one day and she thought I needed Lydia E. Pinkham's Vegetable Compound. I took it and have gained eight pounds, have a good appetite and am feeling better every day. Everybody is asking me what I am doing and I recommend Lydia E. Pinkham's Vegetable Compound. You may publish this letter if you wish and I hope others who have the same complaint will see it and get health from your medicine as I did."—Mrs. A. HORNUNG, 91 Stanton St., Buffalo, N. Y.

Was A Blessing To This Woman.

So. RICHMOND, VA.—"I was troubled with a bearing down pain and a female weakness and could not stand long on my feet. Of all the medicines I took nothing helped me like Lydia E. Pinkham's Vegetable Compound. I am now regular and am getting along fine. I cannot praise the Compound too much. It has been a blessing to me and I hope it will be to other women."—Mrs. D. TYLER, 23 West Clifton St., South Richmond, Va.

Pains in Side, Could Hardly Stand.

LOUI, WIS.—"I was in a bad condition, suffering from a female trouble, and I had such pains in my sides I could hardly move. Before I had taken the whole of one bottle of Lydia E. Pinkham's Vegetable Compound I felt better, and now I am well and can do a good day's work. I tell everybody what your medicine has done for me."—Mrs. JOHN THOMPSON, Lodi, Wisconsin.

For 30 years Lydia E. Pinkham's Vegetable Compound has been the standard remedy for female ills. No one sick with woman's ailments does justice to herself if she does not try this famous medicine made from roots and herbs. It has restored so many suffering women to health.

Write to LYDIA E. PINKHAM MEDICINE CO. (CONFIDENTIAL) LYNN, MASS., for advice. Your letter will be opened, read and answered by a woman and held in strict confidence.



is sampled, may compare his product with the standard.

No man can market a crop successfully when he has but a vague idea about its quality. Education and education alone will change the order of things. The cotton planter, who is by the law of sequence a marketer, can afford to pay to learn cotton grading, and this applies to the small grower as well as to the large. The increased profits resulting from the sale of only a few bales will pay many times for the cost of such a course. Some of the cotton states are doing all they can to educate their producers in marketing. It is high time that opportunity was given the growers in all of the states to secure like information.

What are the recognized grades and half grades of cotton and how can the grower classify his own product?

There are seven full grades of cotton generally recognized. Beginning with the best, these grades are: 1, Fair; 2, Middling Fair; 3, Good Middling; 4, Middling; 5, Low Middling; 6, Good Ordinary; 7, Ordinary. Between the full grades are the half grades designated by prefixing the word "Strict" to the next lower grade, thus: 1, Strict Middling Fair; 2, Strict Good Middling; 3, Strict Middling; 4, Strict Low Middling; 5, Strict Good Ordinary; 6, Strict Ordinary.

Middling cotton is taken as a basis and is assigned in scoring a value of 12. The other six full grades and six half grades are given values in accordance with this value of 12 for middling. Fair cotton is given a value of 9, because it has no recognized defects. Strict middling fair has defects, or is a little inferior to fair cotton and is assigned a value of 2. And so on until the poorest recognized grade of cotton—ordinary—is assigned a value of 24. Thus the full grades and half grades are assigned values on the score card as shown above:

Fair	9
Strict Middling Fair	10
Middling Fair	11
Strict Good Middling	12
Good Middling	13
Middling	14
Strict Low Middling	15
Low Middling	16
Strict Good Ordinary	17
Good Ordinary	18
Strict Ordinary	19
Ordinary	20

In determining the classifica-

tion of cotton it is quite advisable to use a standard cotton score card.

By the use of the score card the marketer or purchaser is able to work practically as definitely in grading cotton as in judging the value of corn. When a sample about 8 by 16 inches in size, weighing about eight ounces, is taken from a bale of cotton and scored, we are able to tell definitely to what grade or half grade the cotton rightfully belongs, as well as to give an accurate description of the bale of cotton.

The score card is almost self-explanatory, but it is well here to explain briefly the characteristics noted.

First on the list is luster. By luster is meant that the cotton shall be silklake. This point is considered greatly in the higher cotton grades. To secure the maximum on this point cotton must be harvested exactly when in condition.

Cotton should be perfectly white, having the appearance of bleached linen, and this color is absolutely necessary if the cotton is to score as the best. Cream-colored cotton, not intensely so, carries a penalty of one point. If a pronounced cream color, or a slate color, a two point penalty is suffered. By picking cotton when ready and storing it in a protected place a good color may be largely retained.

Neps are the tangled, immature fibers. These fibers are weak and short and cause heavy waste in the manufacture of yarn. Neps are caused largely in ginning immature cotton, and can be easily overcome to a considerable degree by permitting the seed cotton to mature by storing before ginning.

Immaturity in cotton is synonymous with "green cotton." It is indicated by a vegetable order. Picking too soon after the cotton opens and failing to allow it to go through the sweat af-

Deafness Cannot Be Cured

by local applications, as they cannot reach the diseased portion of the ear. There is only one way to cure deafness, and that is by constitutional remedies. Deafness is caused by an inflamed condition of the mucous lining of the Eustachian Tube. When this tube is inflamed you have a rumbling sound or imperfect hearing, and when it is entirely closed, deafness is the result, and unless the inflammation can be taken out and this tube restored to its normal condition, hearing will be destroyed forever; unless cause out of ten are caused by Catarrh, which is nothing but an inflamed condition of the mucous surfaces.

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ter picking are chiefly responsible for penalties on this score.

Each cotton fiber consists of a single, elongated, hollow cell, which is filled with oil during its development. As the product matures these cells break down and become twisted, adding to the product's value for manufacturing purposes. When cotton is delivered to the gin in an immature condition it contains a large percentage of water instead of oil in the hollow fibers, and the fibers are cut in the process of ginning. Leaving cotton in piles in the field, open wagons or other places where it is exposed to rain or dew leads to gin cuts.

Leaves and sticks adds to the penalties on cotton. Only one surface of the sample is considered for leaf. Large pieces are those that measure more than a quarter inch in diameter. For each three of such pieces in a sample cotton is penalized one point. For each 5 pieces less than a quarter inch in diameter the sample is penalized one point. When the leaf is badly powdered or broken up the penalty is heavier. For each two sticks in the sample one point penalty is suffered. Dried grass and fine cotton stalks are included under this penalty.

Very little ginned cotton is free of seeds and hulls. A cut of one point for each six seeds found in an eight-ounce sample is made in scoring. A similar cut is made for each six pieces of hulls found.

Cotton is penalized from one to three points for dust and dirt, and one point for each two pounds of sand in a bale. The practices of allowing cotton to fall to the ground before picking, of delaying picking until the wind has blown dirt and sand into the open bolls and of piling seed cotton in the fields, are responsible for these penalties.

Spots are discoloration. They are caused by disease, worms or insects. Spots bring penalties of one point for each two found on one surface of the eight-ounce sample. Fall or early plowing, crop rotation and other modern agricultural practices aid in their elimination.

The grade is first established and the facts of tinges and stains noted afterwards. Cotton graded "12" would be middling stained cotton. Tinges and stains are due largely to exposure. Tinges bring the price down from three-eighths to five-eighths of a cent a pound from that paid for any grade of white cotton, and stains reduce the price from one to two cents a pound.

Having learned to judge cotton, now let us see about selling it. While the price of cotton is necessarily variable under normal conditions, the scale of prices for the different grades maintain nearly uniform proportions. If middling cotton is worth 10 cents a pound or \$50 a bale of 500 pounds, a bale of good middling will be worth about \$61.87; strict middling about \$50.94; strict low middling about \$48.75; low middling about \$46.88; strict good ordinary about \$44.18; good ordinary about \$41.25; strict ordinary about \$37.50; ordinary about \$33.13.

Do not these figures show the need of learning the value of your cotton by grades? Does not the difference of \$16.87 between the value of the bale of middling and the bale of ordinary cotton mean an immense profit for those who are able to reduce the amount of ordinary cotton that they market. This is no impossible undertaking, because the meth-



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HELM & HELM
HICKMAN, KY.

ods that the farmer uses go a long way toward determining the grade of the resulting product.

When you know how to market better grades and when you qualify yourself to determine the grade of your own product you will be well on the way to prosperous cotton marketing. Why not expend a little effort in that line of education? It's worth the price.

It is not necessary that the farmer become an expert cotton classifier. Such an expert must have years of experience. But the cotton grower should understand the points considered in grading cotton. That is simple and makes marketing easy and successful.

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FOR SALE: Good young mule; also good milch cow.—C. L. Rose, 2p.

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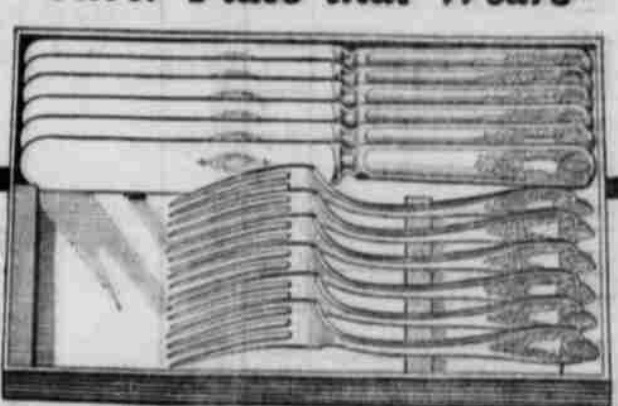
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